

Message Text

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PAGE 01 BRIDGE 00980 122330Z

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ACTION ARA-10

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E.O. 11652: N/A

TAGS: EINV AC

SUBJ: ANTIGUA: NEWS STORY FEATURES WIO SALE

REF: BTN 0898

1. REUTERS WIRE STORY DATED ST. JOHN'S 6/11/75 QUOTES WEST INDIES OIL (WIO) SPOKESMAN AS SAYING THAT GOA HAS MADE OFFER TO BUY OUT US-OWNED WIO REFINERY LOCATED THERE. ACCORDING TO REUTERS, WIO SPOKESMAN PUT REFINERY VALUE AT US\$80 MILLION BUT DECLINED TO DISCLOSE THAT THE ARTICLE STATED THAT WIO REFINERY MANAGER EUGENE BERTRAND TOLD EMPLOYEES THAT WIO SUPPORTED GOA VIEW THAT CONCESSION AGREEMENT, WHICH GIVES WIO SOLE REFINING AND BUNKERING RIGHTS PLUS TAX AND DUTY EXEMPTIONS, CONFLICTED WITH NATIONAL GROWTH OBJECTIVES.

2. FOLLOWING WERE REPORTEDLY DESCRIBED BY WIO AS ALTERNATIVE SOLUTIONS: (A) SALE OF EQUITY INTEREST TO GOA OR OTHERS FOR CASH; (B) JOINING WITH GOA OR OTHERS TO EXPAND REFINERY'S CAPACITY IN EFFORT TO MAKE OPERATIONS PROFITABLE; (C) JOINING WITH OTHER PARTIES WITH ACCESS TO CRUDE SUPPLIES AND MARKETING ARRANGEMENTS TO LIMITED OFFICIAL USE

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PAGE 02 BRIDGE 00980 122330Z

MAKE OPERATION VIABLE. NATOMAS (US PARENT) WILLING TO RESTRUCTURE

CONCESSION AGREEMENT IN THIS LATTER CASE.

3. COMMENT: REUTERS STORY APPARENTLY CONTAINS NOTHING NEW. AS DEPARTMENT AWARE, SENIOR NATOMAS EXECUTIVES ARE DUE IN ANTIGUA IN MID-JULY TO DISCUSS SITUATION WITH GOA AND WE EXPECT NO MOVEMENT BEFORE THAT TIME. WE WERE A BIT TAKEN BACK BY REUTERS CLAIM THAT WIO SPOKESMAN AGREED THAT CONCESSION PACT CONFLICTED WITH NATIONAL DEVELOPMENT OBJECTIVES. GIVEN REFINERY'S MORE THAN SUBSTANTIAL CONTRIBUTION TO ANTIGUA ECONOMY AND FACT THAT ANTIGUA'S INDUSTRIAL RELATIONS CLIMATE IS HARDLY LIKELY TO DRAW IN NEW INVESTORS, IT WOULD SEEM VERY MUCH IN INTERESTS OF NATIONAL DEVELOPMENT TO KEEP WIO FUNCTIONING.

4. WIO MANAGER BERTRAND FULLY APPRECIATES BASIC POLITICAL NATURE OF PRESENT DIFFICULTY. BERTRAND, HOWEVER, MAINTAINS THAT GOA IS UNLIKELY TO BE PERSUADED BY RATIONAL ARGUMENT SO LONG AS ST. HILAIRE HAS MAJOR VOICE IN OIL MATTERS. HE IS THUS NOT OPTIMISTIC ABOUT OUTCOME OF JULY TALKS.
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